

Message Text

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ACTION AF-06

INFO OCT-01 ISO-00 EB-07 COME-00 TRSE-00 XMB-02 CIAE-00

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FM AMEMBASSY YAOUNDE

TO SECSTATE WASHDC 4975

INFO AMCONSUL DOUALA BY POUCH

AMEMBASSY NDJAMENA

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NDJAMENA FOR DATT

E.O.: 11652: N/A

TAGS: EAIR, BEXP, CM

SUBJ: LOCKHEED SALES PROMOTION IN CAMEROON

REFS: A. DOUALA 11 (NOTAL)

B. STATE 5385 (NOTAL)

1. LOCKHEED REPRESENTATIVE JOHN BEAVERS SCHEDULED TO LEAVE CAMEROON JANUARY 17 FOLLOWING TALKS WITH CAMAIR ADMINISTRATORS AND SECGEN MIN ARMED FORCES RE PROPOSED HERCULES AIRCRAFT SALES.

2. BEAVERS PROPOSED PACKAGE OF TWO L-100-20'S OR 100-30'S TO CAMAIR AND TWO C-130'S TO AIR FORCE. HE SAID CAMAIR COULD OBTAIN DESIRED 1976 DELIVERY DATE IF DEFINITE DECISION WAS MADE BY JUNE. LOCKHEED WILL WRITE ECONOMIC ANALYSIS OF L-100 SERIES FOR CAMAIR AND BEAVERS HOPES TO BE ABLE TO DELIVER IT PERSONALLY DURING MARCH OR APRIL RETURN TRIP.

3. AFTER TALK WITH SECGEN MIN ARMED FORCES, BEAVERS SAID HE STILL THOUGHT PROSPECTS VERY ENCOURAGING FOR AIR FORCE SALES DESPITE REVISED PRICES. PRICE PREVIOUSLY QUOTED TO MILITARY
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OF DOLLARS 6.8 MILLION PER AIRCRAFT NOW REVISED TO DOLLARS

7.55 MILLION FOR 1976 DELIVERY AND DOLLARS 8.361 MILLION FOR 1977 DELIVERY. LOCKHEED REP THOUGHT DECISION ON AIR FORCE PURCHASES LIKELY BE MADE AFTER GOVERNMENT'S 1975/76 BUDGET VOTED IN JUNE.

4. THERE IS NO RPT NO INDICATION THAT CAMAIR AND AIR FORCE ARE INTERESTED IN SHARING HERCULES AIRCRAFT, BUT BEAVERS HAS POINTED OUT ADVANTAGE OF SPARE PART AND SERVICE POOLING BETWEEN TWO AGENCIES. HE SAID MINISTRY OF ARMED FORCES ALSO IS INTERESTED IN EX-IM BANK FINANCING.
MOORE

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